

TOP MANAGERS

This month's The Manager from PRO-DAIRY brings you tips from consultants who work with top dairies

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Learn From The Best

Successful dairy owners are continual learners and innovators. This month's The Manager from Cornell's PRO-DAIRY program brings together advice from consultants across the region who work with today's leading farm owner and managers.

In addition to managing cows and crops, today's farm owners need to comply with environmental regulation and learn how to be an educator and advocate for their dairy.

This issue:

- highlights how one farm's proactive community relations supported the farm after an undercover animal rights activist video was released
- features 'drivers' in a farm profile
- provides production benchmarks in the top five

habits of producers

- focuses on personal characteristics of top business owners
- identifies management succession strategies
- describes how top producers manage environmental regulations
- outlines new precision agronomic technologies

FYI

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News and Updates from Cornell PRO-DAIRY programs

NEDPA Conference Draws 400 Industry Leaders

More than 400 of the dairy industry's brightest and best assembled in March at the 2012 Northeast Dairy Producers Association (NEDPA) Conference in central New York State. Presented by NEDPA and Cornell's PRO-DAIRY, the two-day conference provided dairy producers, agri-service personnel, educators, and students with the global perspective, hands-on strategies, and scientific facts they'll use to propel their industry to even more progressive and profitable levels. Conference proceedings are available online at: http://www.ansci.cornell.edu/prodairy/nedpa/proceedings/2012/NEDPA_proceedings2012.pdf.

Guest speakers from the U.K. and U.S. explored a broad range of topics including:

- How U.S. agriculture and dairy industry are impacted by a world increasingly in chaos

■ How dairies can capture more value from the marketplace

■ Why it's critical that we speak up to support the consumer's right to choose in the dairy marketplace

■ Why dairy businesses need to take more leadership in the role as educators of the public

■ How to minimize challenges and embrace opportunities present in today's NY dairy industry with the latest technologies and business analysis techniques

■ What impact new genomic technologies have on producing herd replacements

■ How to use activity-based accounting systems to manage multiple business sites

■ How to employ on-farm mass balance assessments to use nutrients more efficiently

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The Manager, a special section prepared by PRO-DAIRY specialists, is sponsored by Pfizer Animal Health and appears in Eastern DairyBusiness four times a year. In keeping with the PRO-DAIRY mission, The Manager helps strengthen the management skills of dairy producers and increase the profitability of the dairy industry. PRO-DAIRY, an educational program begun in 1988, is a joint venture of the New York State Department of Agriculture and Markets, Cornell University's College of Agriculture and Life Sciences, and Northeast agriservice organizations. For reprints of PRO-DAIRY's The Manager, contact Heather Howland, 272 Morrison Hall, Cornell University, Ithaca, NY 14853. Phone: 607. 255.4478 Email: hh96@cornell.edu

THE MANAGER

NEDPA Conference draws 400 industry leaders
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■ Which management tools best control incidence of “today’s” ketosis

■ How updated research champions dairy products’ important contribution to U.S. intake of key nutrients, debunks 1950’s failed

David Galton Presented Richard Popp Memorial Leadership Award

Dr. David Galton, long-time dairy professor and winning judging coach, head of the Cornell Dairy Management Group, former director of PRO-DAIRY, and advisor to scores of students, was presented the Richard Popp Memorial Leadership Award. He was introduced with words of affection and respect by one of NEDPA’s past chairmen and three former students who are all active in dairy careers. Dick Popp’s daughter Aileen, also one of “Doc’s” students, sent a note of congratulations to be shared in her absence.

The dairy program at Cornell rose to national and international prominence under Galton’s leadership, drawing excellent faculty and students from great distances. He developed the Dairy Fellows Program which takes students regularly to the most progressive working dairy farms where they learn to analyze the businesses and enjoy the privilege of observing best management practices. Galton, of Genoa, NY, emphasizes the importance of U.S. and global travel for his students, and works diligently to place them in internships where they can put their skills and education to work while still in college.

Known throughout the industry as a hard-driving, fun-loving mentor, Galton counsels students to pursue their dreams while keeping the realities of family dynamics, economics, and the dairy industry’s volatility close at hand. Popp frequently advised Galton as he sought to raise the standards and efficiencies of the NY industry through formal education and hands-on learning. Galton demonstrates many qualities that defined Popp as a unique role model of our time: pioneering new ideas and technologies, forsaking certainty for strides on the cutting edge of the industry, and selfless

theory that fats lead to heart disease and saturated fats raise cholesterol levels

A panel comprised of Cornell researcher, veterinarian and dairy producer also shared on-farm lessons learned establishing successful group-housed feeding systems for young calves in locations across the state. This presentation prompted an extended and spirited discussion with the audience, always eager for battle-tested “take home.”



2012 Richard Popp Memorial Leadership award recipient David Galton advises a Cornell student.

support of the dairy community. For these reasons and more, Dr. David Galton joins the growing list of Popp Leadership honorees.

Past recipients:

1998 Don Rogers, First Pioneer Farm Credit, Enfield, CT
2000 David Porter, Porterdale Farms, Inc., Adams Center, NY
2002 George Mueller, Willow Bend Farm, Clifton Springs, NY
2004 Willard DeGolyer, Table Rock Farm, Castile, NY
2006 Rick Smith, Dairylea Cooperative, Inc., Syracuse, NY
2008 Eleanor Jacobs, Northeast Dairy Business, Syracuse, NY
2010 George Conneman, Cornell University (retired), Ithaca NY

Got Manure? Conference Draws 300 Industry Leaders

Nearly 300 people attended a two-day Got Manure? Enhancing Environmental and Economic Sustainability national conference, optional tour and tradeshow March 28 and 29 at the Holiday Inn Syracuse/Liverpool.

AgSTAR, Cornell’s PRO-DAIRY Program, the New York State Energy Research and Development Authority, and the U.S. Department of Agriculture - Natural Resources Conservation Service co-hosted the conference, which was held in conjunction with a trade show organized by PRO-DAIRY. The program included tours

of anaerobic digestors in Cayuga County, Synergy Farm in Western NY, and workshops about the economics of handling manure, biomass, small scale anaerobic digestors and the impacts of greenhouse gas policy. Grants through New York State Energy Research & Development Authority (NSYSERDA) cost-share power generation. Information is available online at: <http://www.nyserda.ny.gov/About/Newsroom/2011-Announcements/2011-11-08-NYSERDA-Funding-Helps-New-York-Invest-in-Energy-from-Organic-Waste.aspx>.